A3940-1.6U

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 5 July 1990

SOUTHWESTERN REGION (SWPA)

Arkansas College
Baylor University
Corpus Christi State University
Hendrix College
University of Houston
University of Houston - Clear Lake
Kansas Wesleyan
Lamar University
Langston University
Louisiana Tech University
University of North Texas
Northwestern Oklahoma State University
Oklahoma State University
Oklahoma State Unviersity - Engineering
University of Oklahoma
Pan American University
Prairie View A & M University
Sam Houston State University
Southern Methodist University
Stephen F. Austin State University
Texas A & I University
Texas A & M University
Texas Lutheran College
Texas Tech University
University of Texas - Arlington
University of Texas - Austin - Business Administration
University of Texas - Austin - Engineering
University of Texas - El Paso
University of Texas - Tyler

The career planning & placement offices that participate in the *Salary Survey* are divided into seven geographic regions. The participants listed comprise the **Southwestern** Region.

The data are based on salary offers made to students graduating between September 1, 1989, and August 31, 1990. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (May 2, 1990, through June 4, 1990) and cumulatively (September 1, 1989, and June 4, 1990).

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(Data Combined for Men and Women)

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	248	1667	$25806	$26627	$28400	$26052	$23000	516	4340	$25903	$26496	$28500	$26000	$23000
BUSINESS ADMIN (INCL MGMT	75	680	22606	23688	28200	22500	18000	144	1263	22415	23318	27600	22000	18000
DISTRIBUTION MANAGEMENT	3	26	20333	24580	*	*	*	5	73	19299	25376	*	*	*
ECONOM & FINANCE (BANKING	83	1114	25032	25527	28500	25300	21000	154	1882	24421	25158	28500	25176	19000
HOTEL/RESTAURANT MGMT.	9	88	20200	21306	*	*	*	19	120	19979	20951	*	*	*
HUMAN RSRCS (incl LABOR R	5	49	21100	22514	*	*	*	5	104	21100	23176	*	*	*
MANAGEMENT INFO SYSTEMS	56	192	26897	27595	30600	27600	24000	100	475	27012	27493	30600	27600	24000
MARKETING/MARK MGMT (RESR	74	795	23012	23902	28200	22750	18000	172	1536	22585	23447	27700	22400	18000
REAL ESTATE	1	6	20600	20850	*	*	*	1	24	20600	24353	*	*	*
COMMUNICATIONS														
ADVERTISING	+	40	+	22044				+	65	+	20599			
COMMUNICATIONS	6	115	23683	21435	*	*	*	7	264	23443	20898	*	*	*
JOURNALISM	7	51	17143	20602	*	*	*	10	103	18400	19004	*	*	*
TELECOMMUN/BROADCASTING	1	51	18000	21250	*	*	*	1	64	18000	20610	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	13	75	18655	19837	*	*	*	65	374	19503	19144	21804	19200	16992
PRE-ELEMENTARY EDUCATION	+	4	+	19125				+	27	+	17130			
PHYSICAL EDUCATION	1	9	16000	20580	*	*	*	8	44	19168	19373	*	*	*
SPECIAL EDUCATION	3	27	18433	19754	*	*	*	8	86	18788	19827	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	3	11	20333	18682	*	*	*	4	12	18750	18292	*	*	*
TEXTILES & CLOTHING	1	101	17500	20759	*	*	*	4	133	22375	20814	*	*	*
MERCHANDISING MANAGEMENT	2	18	20500	20617	*	*	*	3	53	17667	19792	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	23	+	24304				2	38	23752	23157	*	*	*
LETTERS (incl English, Li	2	85	29200	22374	*	*	*	3	157	25899	20918	*	*	*
VISUAL & PERFORMING ARTS	1	18	25000	24362	*	*	*	17	68	20524	20461	*	*	*
HUMANITIES - OTHER	+	49	+	22737				3	104	20300	23659	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	16	+	19616				+	31	+	20111			
HISTORY	1	39	24000	23738	*	*	*	4	60	19734	22558	*	*	*
POLITICAL SCIENCE/GOVT	1	71	19000	24529	*	*	*	7	150	20629	23673	*	*	*
PSYCHOLOGY	5	96	23360	21047	*	*	*	14	183	22341	20474	*	*	*
SOCIOLOGY	+	18	+	19217				2	44	23000	20152	*	*	*
SOCIAL SCIENCES-OTHER	1	90	17000	23040	*	*	*	2	122	19000	22179	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	21	101	29827	30333	32600	30700	26256	102	278	30102	30465	33000	30740	26252
AGRICULTURAL	+	21	+	30530				14	53	28327	30090	*	*	*
ARCHITECTURAL	9	26	28907	28053	*	*	*	36	57	30169	29143	34200	29940	26000
BIOENGINEERING & BIOMEDIC	1	17	33000	30216	*	*	*	9	47	29777	30515	*	*	*
CHEMICAL	92	638	33809	34855	37200	35520	26400	409	1873	34911	35084	37104	35496	31200
CIVIL	29	506	30690	28105	34200	30600	25400	172	1146	28812	28040	33600	28650	23700
COMPUTER	2	111	30200	31009	*	*	*	35	331	31052	31212	33000	31500	28800
ELECTRICAL/ELECTRONIC	97	1077	32016	31779	35000	32500	27600	414	2624	32008	31817	34900	32000	29448

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	3	+	$28304				+	5	+	$28822			
INDUSTRIAL	10	273	$28049	30034	*	*	*	70	855	$29896	30608	$32700	$30114	$27000
MECHANICAL	125	1048	32263	31944	$36500	$32400	$28124	409	2795	32819	32166	37200	33000	28124
METALLURGICAL	7	54	33085	32427	*	*	*	7	161	33085	32412	*	*	*
MINING (INCL GEOLOGICAL)	+	14	+	28747				+	40	+	29483			
NUCLEAR	+	13	+	29860				+	35	+	30863			
PETROLEUM	25	38	35824	35266	38500	36000	31200	70	138	35663	35448	39600	36600	28200
TEXTILE	+	+	+	+				+	3	+	33669			
ENGINEERING TECHNOLOGY	8	124	28815	28580	*	*	*	89	299	28231	28905	32500	28992	23500
INDUSTRIAL TECHNOLOGY	2	37	32400	30362	*	*	*	3	63	31760	28543	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	35	+	21000				18	106	22557	21896	*	*	*
ANIMAL SCIENCES	1	20	20000	20877	*	*	*	8	42	18884	19188	*	*	*
PLANT SCIENCES	+	5	+	20431				15	28	21631	21469	*	*	*
NATURAL RESOURCES	+	8	+	18281				4	16	19800	18572	*	*	*
OTHER AGRICULTURAL SCIENC	1	20	24000	24600	*	*	*	3	49	21664	24066	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	51	419	30252	29794	33000	30500	28000	85	1018	29550	29730	32460	29636	26500
COMPUTER PROGRAMMING	5	26	26500	28304	*	*	*	5	70	26500	28611	*	*	*
INFORMATION SCIENCES & SY	51	154	27862	28628	30000	27500	26000	82	345	27832	28463	30840	27550	25000
SYSTEMS ANALYSIS	+	10	+	32500				+	14	+	31603			
HEALTH SCIENCES														
ALLIED HEALTH	+	35	+	27941				3	84	18133	26943	*	*	*
HEALTH SCIENCES	+	5	+	21410				6	28	22167	20513	*	*	*
NURSING	+	96	+	28599				+	120	+	28206			
PHARMACY	+	19	+	39614				+	39	+	36627			
SCIENCES														
ACTUARIAL	+	4	+	29400				19	64	19854	27722	*	*	*
ARCHITECTURAL & ENVIRONME	4	20	25450	25283	*	*	*	44	79	25156	25186	29400	27000	18000
BIOLOGICAL	2	27	18144	22059	*	*	*	6	62	18130	21442	*	*	*
CHEMISTRY	2	37	25200	27267	*	*	*	14	107	29955	28226	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	5	+	25760				10	25	25224	23185	*	*	*
MATHEMATICS	4	120	27175	27330	*	*	*	28	254	27292	26686	32000	29100	20000
PHYSICS	4	25	26049	30674	*	*	*	6	42	27432	29530	*	*	*
OTHER PHYSICAL & EARTH SC	+	6	+	20900				1	9	18000	21078	*	*	*
POLYMER SCIENCE	+	6	+	32234				+	6	+	32234			
TEXTILE SCIENCE	+	+	+	+				+	24	+	26861			
TOTALS	1155	10827						3476	25433					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	136	1213	$25994	$27337	$28000	$26052	$24000	342	3335	$26140	$26936	$28600	$26004	$24000
ACCOUNTING (PRIVATE)	126	545	25788	25511	28600	26002	22500	174	1121	25201	25266	28500	25700	20195
COMMERCIAL BANKING (CNSMR	2	134	28502	21869	*	*	*	9	225	24390	21435	*	*	*
COMMERCIAL BANKING (LENDG	13	179	24808	24474	*	*	*	20	265	24760	24013	26000	25004	23000
INVESTMT BANKING (CORP FN	1	53	27000	29190	*	*	*	3	80	25333	28795	*	*	*
INVESTMT BANKNG (M & A)	1	8	20004	27126	*	*	*	2	16	20669	26946	*	*	*
INVESTMT BANKG (REAL EST)	+	2	+	26500				5	14	22798	25299	*	*	*
INVESTMT BANKG (SALES & T	3	16	27664	26362	*	*	*	4	28	25248	23387	*	*	*
FINANCIAL/TREASURY ANALYS	15	307	25920	27084	*	*	*	34	584	25153	26925	30000	25596	21000
PORTFOLIO MGMT/BROKERAGE	2	33	22000	25473	*	*	*	4	72	22250	23689	*	*	*
UNDERWRITING	7	105	21271	23999	*	*	*	12	157	20043	23619	*	*	*
INSURANCE - CLAIMS	6	53	22789	23717	*	*	*	14	116	23037	22829	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	7	+	25357				4	25	19221	21642	*	*	*
MEDIA PLANNING	+	11	+	20793				+	21	+	20388			
REPORTING	2	8	16750	16750	*	*	*	4	21	16952	16548	*	*	*
PRODUCTION	1	28	18000	26139	*	*	*	1	53	18000	25639	*	*	*
PUBLIC RELATIONS	3	37	21133	19619	*	*	*	9	76	20026	20277	*	*	*
WRITING / EDITING	5	33	18500	19280	*	*	*	6	65	18417	18634	*	*	*
MARKETING														
ADVERTISING	2	29	18250	22229	*	*	*	3	63	20167	20971	*	*	*
BRAND/PRODUCT MANAGEMENT	10	104	20754	24444	*	*	*	35	208	25240	25131	30000	24804	20000
BUYER/MERCHANDISING	9	318	21578	22962	*	*	*	28	457	22417	22963	28200	23002	18000
DISTRIBUTION	6	61	24633	25188	*	*	*	11	118	23590	26057	*	*	*
MARKET RESEARCH	1	29	30000	26578	*	*	*	11	76	25871	25754	*	*	*
PURCHASING	2	21	23465	24059	*	*	*	5	54	24386	23868	*	*	*
SALES	43	767	24139	24957	28000	24000	19000	127	1583	24528	24809	31512	24000	18500
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	3	16	21500	21968	*	*	*	5	38	21346	21138	*	*	*
FINANC,TAXA, MONETARY POL	2	34	20000	21948	*	*	*	5	69	22701	22658	*	*	*
ECONOMIC PROGRAMS	+	2	+	24250				+	16	+	26362			
LAW ENFORCEMENT	+	9	+	19931				+	33	+	25790			
MILITARY	+	18	+	24428				30	98	21011	22179	25500	21000	16308
NATIONAL SECURITY	+	6	+	25566				+	9	+	26010			
URBAN / REGIONAL PLANNING	2	6	25598	24615	*	*	*	4	17	24799	25215	*	*	*
ENGINEERING														
BIOENGINEERING	1	40	33000	34606	*	*	*	10	61	27624	33056	*	*	*
DESIGN / CONSTRUCT	101	661	31263	29472	35000	31750	27000	340	1532	31031	29916	35300	31500	25344
ENVIRONMENTAL/SANITATION	9	93	29900	29614	*	*	*	38	206	28948	29377	35000	29500	23700
MANUFACTURING/INDUSTRIAL	23	575	31065	31741	34320	32220	27700	164	1634	32639	32020	36700	33000	27696
SYSTEMS / PROGRAMMING	18	125	29669	30933	*	*	*	91	372	30679	31087	33400	31000	27560
POWER SYSTEMS	15	151	31152	31525	*	*	*	55	391	31650	31734	34260	31896	29420
SOFTWARE DESIGN & DEVELOP	9	157	30602	31612	*	*	*	48	346	31474	31685	34000	31596	28800
HARDWARE DESIGN & DEVELOP	4	129	32600	32899	*	*	*	40	294	31978	32491	34400	32200	29500

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	28	178	$31360	$32452	$35900	$32000	$25300	98	578	$32219	$32316	$36500	$32202	$26255
TESTING	20	98	30927	29773	34000	32250	20200	59	243	30565	30307	34000	31500	26000
PROCESS ENGINEERING	67	455	35320	34825	37200	36000	33000	358	1390	35018	34985	37200	35500	32040
PROJECT ENGINEERING	73	511	32405	31743	38016	32400	25560	164	1130	32737	32200	36800	32730	26820
OTHER ENGINEERING	77	775	32185	31061	37000	32400	26252	350	2117	31556	31347	37000	31500	27000
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	1	11	26000	22485	*	*	*	4	31	20100	22633	*	*	*
INDUSTRIAL HYGIENE	+	1	+	16000				+	1	+	16000			
MEDICAL TECHNOLOGY	+	15	+	24433				5	26	22800	23239	*	*	*
NURSES / PERSONAL CARE	+	93	+	28376				2	120	37500	27965	*	*	*
OCCUPATIONAL THERAPY	+	1	+	26000				+	19	+	25981			
PHARMACIST	+	16	+	40860				+	26	+	38746			
PHYSICAL THERAPY	+	21	+	31310				+	42	+	29364			
RESPIRATORY THERAPY	1	2	29950	32975	*	*	*	1	8	29950	25716	*	*	*
OTHER HEALTH RELATED	+	19	+	21869				9	56	19074	20839	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	1	18	22800	18758	*	*	*	1	37	22800	18412	*	*	*
COUNSELING	1	19	17000	16660	*	*	*	2	56	17500	16881	*	*	*
FUNDRAISING / DEVELOPMENT	1	10	28500	14850	*	*	*	1	16	28500	15788	*	*	*
SOCIAL WORK	+	17	+	16675				+	42	+	17617			
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	82	415	28126	28511	30684	28500	24000	162	943	28293	28557	31500	28800	24000
INFORMATION SYSTEMS	17	217	28318	28097	*	*	*	25	473	28177	28076	32000	27500	25500
SYSTEMS ANALYSIS & DESIGN	57	191	28380	29148	32220	29000	25000	89	488	28506	29625	32220	28500	25000
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	28	+	28007				+	95	+	30069			
AGRICULTURE/NAT'L RESOURC	+	39	+	19315				20	130	18954	20180	24492	18246	15000
ARCHITECTURE	+	7	+	20166				9	23	22106	21479	*	*	*
CONSULTING	23	363	25909	28790	28000	26000	25000	83	758	27246	28778	31800	27000	24996
HUMAN RESRCS /INDUS RELS	6	74	21572	23662	*	*	*	10	125	21152	23497	*	*	*
MANAGEMENT TRAINEE	98	901	21507	22461	27000	21000	16500	221	1735	21311	22273	26900	20604	18000
MATH/STATISTICIANS	+	13	+	26354				+	29	+	24446			
PARALEGAL	+	20	+	21123				2	30	16720	19773	*	*	*
RESEARCHERS NON-TECHNICAL	+	7	+	20096				13	31	21810	20944	*	*	*
RESEARCHERS - TECHNICAL	1	19	21000	28085	*	*	*	6	53	29530	27806	*	*	*
TEACHING	18	150	18879	19534	*	*	*	85	635	19575	19179	21996	19200	16350
TOTALS	1155	10827						3476	25433					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	16	104	$28536	$29708	*	*	*	116	282	$30572	$29695	$34500	$30000	$25500
MBA--NON-TECH	7	314	30143	36462	*	*	*	28	570	31022	36242	37500	30500	25200
MBA--TECH	+	62	+	38289				12	125	35497	38281	*	*	*
MS-BUSINESS	2	35	33100	35016	*	*	*	2	55	33100	34706	*	*	*
PUBLIC ADMINISTRATION	+	+	+	+				+	+	+	+			
ECONOMICS & FINANCE (BANK	2	177	32000	37474	*	*	*	8	215	33713	37430	*	*	*
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	+	32	+	32387				1	57	49000	31708	*	*	*
MANAGEMENT INFORMATION SY	1	27	32000	33504	*	*	*	12	46	34444	34003	*	*	*
MARKETING/MKTNG MGT (RESE	+	67	+	35968				6	79	33458	35903	*	*	*
MERCHANDISING MANAGEMENT	+	+	+	+				+	+	+	+			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	4	+	24561				+	8	+	25555			
JOURNALISM	+	2	+	24500				+	2	+	24500			
EDUCATION														
EDUCATION ADMINISTRATION	1	1	24000	24000	*	*	*	7	14	24714	26509	*	*	*
ELEMENTARY EDUCATION	+	+	+	+				1	24	16000	22337	*	*	*
PHYSICAL EDUCATION	+	1	+	15996				4	6	36024	30765	*	*	*
READING EDUCATION	+	+	+	+				+	1	+	22000			
SPECIAL EDUCATION	+	1	+	22020				2	27	21000	22300	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				1	2	22700	24350	*	*	*
LETTERS	+	1	+	23000				+	4	+	19250			
VISUAL & PERFORMING ARTS	1	5	21000	26797	*	*	*	1	7	21000	24712	*	*	*
HUMANITIES - OTHER	+	+	+	+				+	2	+	21500			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	1	+	20000			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	4	+	25251				2	30	33594	24800	*	*	*
SOCIOLOGY	2	2	22000	22000	*	*	*	2	3	22000	20500	*	*	*
SOCIAL SCIENCES - OTHER	+	4	+	26535				+	9	+	24313			

continued

SWPA REGIONAL Report No. 5 JULY 1990

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	10	28	$36140	$35295	*	*	*	17	58	$36134	$35343	*	*	*
AGRICULTURAL	1	1	40000	40000	*	*	*	1	6	40000	36450	*	*	*
BIOENGINEERING & BIOMEDIC	+	2	+	37000				1	4	30000	36500	*	*	*
CHEMICAL	5	81	40440	38738	*	*	*	11	133	37345	38055	*	*	*
CIVIL	14	79	33659	32476	*	*	*	47	192	32806	32260	$37200	$32400	$28000
COMPUTER	+	11	+	33923				5	31	34423	34395	*	*	*
ELECTRICAL/ELECTRONIC	15	115	39696	37991	*	*	*	50	291	38062	37376	43200	38070	35000
INDUSTRIAL	1	14	31200	35507	*	*	*	8	70	34211	35928	*	*	*
MECHANICAL	18	90	36445	36933	*	*	*	41	248	37694	36964	40800	38000	34800
METALLURGICAL	2	8	33150	35838	*	*	*	3	29	36100	36766	*	*	*
MINING & MINERAL	+	4	+	39345				+	5	+	37476			
NUCLEAR	+	9	+	38877				4	18	33693	36635	*	*	*
PETROLEUM	+	1	+	35000				18	26	38710	38067	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	4	+	28900				+	11	+	26823			
HEALTH SCIENCES	+	2	+	27500				5	9	17440	20402	*	*	*
NURSING	+	+	+	+				+	2	+	34900			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	10	+	24800				1	11	14400	23855	*	*	*
ARCHITECTURAL & ENVIRONME	+	5	+	29300				3	8	25032	28037	*	*	*
BIOLOGICAL	+	2	+	33090				4	8	33861	30353	*	*	*
CHEMISTRY	+	6	+	32393				1	21	32760	31907	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	1	81	39700	36425	*	*	*	8	167	35103	36656	*	*	*
SCIENCES														
GEOLOGY & RELATED GEOLOGI	8	19	36178	34508	*	*	*	24	53	35029	33560	38400	37200	28692
MATHEMATICS (INCL ACTUARI	+	14	+	29243				+	32	+	30345			
PHYSICS	+	2	+	33995				3	11	31264	30560	*	*	*
POLYMER	+	7	+	37703				+	9	+	37098			
TOTALS	107	1438						460	3022					

Master's Degree Candidates - Experience[1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	2	128	$43000	$42445	*	*	*	2	316	$43000	$44262	*	*	*
MBA--TECH	2	34	32100	44693	*	*	*	2	96	32100	48339	*	*	*
OVER 2 TO 4 YEARS														
MBA--NON-TECH	1	130	40000	41806	*	*	*	4	389	37650	46565	*	*	*
MBA--TECH	+	43	+	46995				2	188	41300	51381	*	*	*
OVER 4 YEARS														
MBA--NON-TECH	1	119	28000	45209	*	*	*	1	275	28000	46451	*	*	*
MBA--TECH	+	49	+	49302				+	122	+	53407			
TOTALS	6	503						11	1386					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	1	+	$38000			
COMPUTER & INFOR SCIENCES	+	6	+	$54067				1	8	$42000	53050	*	*	*
ECONOMICS	+	+	+	+				1	3	42096	44000	*	*	*
EDUCATION														
EDUCATION ADMINISTRATION	+	6	+	45917				4	20	38886	43487	*	*	*
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	4	+	29250				+	6	+	30340			
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
HUMANITIES	+	+	+	+				+	1	+	24000			
PSYCHOLOGY	+	+	+	+				2	6	22500	32167	*	*	*
SOCIOLOGY	+	2	+	32502				+	2	+	32502			
SOCIAL SCIENCES	+	+	+	+				+	5	+	30600			
ENGINEERING														
AEROSPACE	+	1	+	36600				1	4	50000	45398	*	*	*
CHEMICAL	3	51	$50267	50397	*	*	*	49	132	51687	50570	$53040	$52000	$49920
CIVIL	+	6	+	43083				1	9	37200	43632	*	*	*
COMPUTER	+	3	+	41000				+	4	+	45000			
ELECTRICAL/ELECTRONIC	2	8	51600	50275	*	*	*	14	33	53663	52887	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	2	+	51500			
MECHANICAL	1	9	55887	51065	*	*	*	3	25	48293	48708	*	*	*
METALLURGICAL	+	2	+	41000				+	18	+	47583			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	7	+	38714				5	14	38698	37971	*	*	*
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	+	50	+	46123				5	105	39922	45393	*	*	*
GEOLOGICAL SCIENCES	1	2	36540	37170	*	*	*	7	11	34171	37145	*	*	*
MATHEMATICS	+	2	+	44000				+	6	+	37833			
PHYSICS	+	2	+	41250				+	11	+	41361			
POLYMER	+	3	+	46333				+	7	+	46857			
TOTALS	7	164						93	433					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	26261 328 33996/24000	25200 1		23000 5	24500 1	27720 1		27500 5	
BUSINESS ADMIN (INCL MGMT	23875 4			24667 3	24000 1	26479 6	25175 4	24193 10	
ECONOM & FINANCE (BANKING	26094 14			25185 35 32000/24000	29000 3	25611 5	23250 2	26154 13	
HUMAN RSRCS (incl LABOR R						25000 1			
MANAGEMENT INFO SYSTEMS	30000 3					26908 3	26874 12	26930 7	
MARKETING/MARK MGMT (RESR	15996 1	17000 1			24998 2	24000 1	20799 5	25248 2	
JOURNALISM						17000 5	18000 1		
ELEMENTARY EDUCATION						18000 1			
LETTERS (incl English, Li				32000 1			26400 1		
VISUAL & PERFORMING ARTS						17592 1			
HUMANITIES - OTHER					18000 1				
PSYCHOLOGY								26900 1	
AEROSPACE & AERONAUTICAL								31500 3	
AGRICULTURAL								24996 2	
ARCHITECTURAL								26640 5	
BIOENGINEERING & BIOMEDIC								30252 2	
CHEMICAL								33062 11	
CIVIL								28918 25 38000/26000	28485 11
COMPUTER					31500 1	29400 1	30979 5		
ELECTRICAL/ELECTRONIC	31000 2					31773 9	33603 4	30869 13	
INDUSTRIAL						31500 3		29849 5	28900 3
MECHANICAL							33600 1	31120 24 48000/29500	32480 5
ENGINEERING TECHNOLOGY						24000 2	27000 1	24000 1	27450 4

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG		ADVERTISING		ARCHITECTURAL		BANKING (COMME		BANKING (INVES		COMMUNICATION		COMPUTER SFT/D		CONSULT SVCS		ENGINEERING /	
AGRIBUSINESS															26496	1		
COMPUTER SCIENCE	30000	2							32000	1	30688	8	30333	6	29756	8		
INFORMATION SCIENCES & SY	30688	4					26000	1			28998	10	27660	5	28667	3		
ARCHITECTURAL & ENVIRONME			18498	2	17663	4					20400	1			28600	1		
BIOLOGICAL																	21000	1
GEOLOGY & GEOLOGICAL SCI																	19200	1
MATHEMATICS	32000	2					19200	1			27137	5	26850	2	23664	3		

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE		HOSPITALITY(AM		HOSPITALITY(HO		INSURANCE		LEGAL SVCS		MERCHANDISING		PERSONNEL SUPP		PROTECTIVE SER		PUBLISHING	
ACCOUNTING	25067	3			23825	4	21333	3			19144	9					15000	1
BUSINESS ADMIN (INCL MGMT	14000	1	21499	6	20363	11	22857	14	15000	1	19504 26500/15000	33						
DISTRIBUTION MANAGEMENT											20333	3						
ECONOM & FINANCE (BANKING	22623	13	21280	5			23310	5			21822	13						
HOTEL/RESTAURANT MGMT.			21333	6	19100	11					21500	1						
HUMAN RSRCS (incl LABOR R					20500	1					11000	1						
MANAGEMENT INFO SYSTEMS			25000	2			14100	2			25457	6						
MARKETING/MARK MGMT (RESR	28467	3	21450	4	19060	5	20550	10	20000	1	20671 30000/17500	58	42000	1				
COMMUNICATIONS			22000	2	18500	1					22000	1						
JOURNALISM																	22500	2
TELECOMMUN/BROADCASTING											18000	1						
ELEMENTARY EDUCATION											25000	1						
PHYSICAL EDUCATION			21000	1														
HUMAN ECOLOGY (HOME ECONO											20333	3						
TEXTILES & CLOTHING											22375	4						
MERCHANDISING MANAGEMENT											17667	3						
LETTERS (incl English, Li											19296	1						
VISUAL & PERFORMING ARTS	17100	1			22496	2					22749	4						
HUMANITIES - OTHER											23000	1						
HISTORY					13440	1	22500	1			24000	1						
POLITICAL SCIENCE/GOVT											18500	2						
PSYCHOLOGY			21000	1	20400	1	25500	1			21395	5	18000	1				
SOCIOLOGY			21000	1														

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
SOCIAL SCIENCES-OTHER		21000 1							
AGRICULTURAL						29004 2			
COMPUTER				24996 1					
INDUSTRIAL				30402 2					
MECHANICAL				31800 1					
ENGINEERING TECHNOLOGY		30000 1		31992 1					
AGRIBUSINESS		21000 4				20550 2			
COMPUTER SCIENCE				20402 2		24000 1			
INFORMATION SCIENCES & SY	27167 3			29000 1		27463 8			
ACTUARIAL		20684 3							
ARCHITECTURAL & ENVIRONME	24996 1								
BIOLOGICAL		21000 1				19248 2			
MATHEMATICS						24000 1			
PHYSICS		22000 1							

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING		19500 1	25000 1	24832 9	21000 1	21818 8	22798 9	37500 2	
BUSINESS ADMIN (INCL MGMT			19800 2	22383 4	20000 1	21013 8			
DISTRIBUTION MANAGEMENT					17496 1		18000 1		
ECONOM & FINANCE (BANKING	25372 4		17400 2		38400 1	19487 8	21000 1		19500 1
HUMAN RSRCS (incl LABOR R						31000 1			
MANAGEMENT INFO SYSTEMS		23796 1	24801 7	28699 3		21201 4			
MARKETING/MARK MGMT (RESR	26500 1		21996 1	21996 1	21502 2	19966 6			19200 1
REAL ESTATE	20600 1								
COMMUNICATIONS				25000 2					
JOURNALISM					18996 1	17000 1			
ELEMENTARY EDUCATION					19388 61 33425/16992				
PHYSICAL EDUCATION					18668 5		21000 1		
SPECIAL EDUCATION					18788 8				
HUMAN ECOLOGY (HOME ECONO									14000 1
FOREIGN LANGUAGES						23752 2			
VISUAL & PERFORMING ARTS					17287 5	30000 1			
HUMANITIES - OTHER						19900 1			
HISTORY						18996 1			
POLITICAL SCIENCE/GOVT						19500 4			
PSYCHOLOGY			20004 1		24000 1			30000 1	
AEROSPACE & AERONAUTICAL			33000 1			25995 17	26500 1		
AGRICULTURAL				27600 1					
ARCHITECTURAL				33000 1			25296 1		

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BIOENGINEERING & BIOMEDIC									27900 2
CHEMICAL		35052 1		31500 1	36200 1	28222 11	23700 1		
CIVIL			30719 10	29296 5		23259 10	25056 25 33180/22582		
COMPUTER				30600 1		29316 3			30996 1
ELECTRICAL/ELECTRONIC		32013 8		31416 39 34020/30600		28642 22 33500/25300			
INDUSTRIAL		31800 1		29544 5		26228 6			
MECHANICAL		26000 2		31854 14		23878 16	27000 1		
METALLURGICAL						26252 1			
PETROLEUM						24600 1			
ENGINEERING TECHNOLOGY				23048 3			25000 1		
AGRIBUSINESS	18000 1					15732 1		18000 1	
ANIMAL SCIENCES		20000 1							17356 3
PLANT SCIENCES				24498 2	18996 1		18492 1		17000 1
NATURAL RESOURCES						20700 1			
OTHER AGRICULTURAL SCIENC					24000 1		18000 1		
COMPUTER SCIENCE		29100 1	24600 3	30117 3		29636 1			17280 1
COMPUTER PROGRAMMING			25000 2			26250 2			
INFORMATION SCIENCES & SY			24962 13	28200 3					
ALLIED HEALTH								22000 1	16200 2
HEALTH SCIENCES								22167 6	
ACTUARIAL					23496 1	18696 2	18996 1		
ARCHITECTURAL & ENVIRONME				20850 2			23332 3		
BIOLOGICAL							12996 1		

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
CHEMISTRY									21600 1
GEOLOGY & GEOLOGICAL SCI		26496 2				26994 2			
MATHEMATICS			24000 1		20800 2				
PHYSICS						25098 2			

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING					26400 1				26920 5
BUSINESS ADMIN (INCL MGMT					24750 2		16000 1	18500 1	26400 1
ECONOM & FINANCE (BANKING							18000 1		
MANAGEMENT INFO SYSTEMS				24000 2	26000 2	24804 1		29000 1	
MARKETING/MARK MGMT (RESR		18500 1			24000 1	24492 1	22068 2		25332 3
PHYSICAL EDUCATION			18000 1						
POLITICAL SCIENCE/GOVT								29400 1	
SOCIAL SCIENCES-OTHER				17000 1					
AEROSPACE & AERONAUTICAL					30886 71 37992/28300		28800 1		
AGRICULTURAL						21996 1			
ARCHITECTURAL								29871 21 35580/27600	
BIOENGINEERING & BIOMEDIC					28998 2				
CHEMICAL				25700 1	34200 1			34200 1	35177 188 39000/33960
CIVIL					25777 4	26000 1	28800 1	29301 22 34200/27300	32280 3
COMPUTER					31002 2				34200 1
ELECTRICAL/ELECTRONIC					31453 43 38952/28500		32892 5	32970 4	34423 21 36000/33360
INDUSTRIAL					30325 18				30750 4
MECHANICAL					30062 54 33600/27600	30492 1	31251 13	31249 9	34641 53 46200/32880
METALLURGICAL							33000 1		34020 2
ENGINEERING TECHNOLOGY					28820 7	27996 1		28748 12	29165 3
AGRIBUSINESS						22668 3			
ANIMAL SCIENCES				21500 2					
PLANT SCIENCES	22998 2					21098 5			

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
OTHER AGRICULTURAL SCIENC						22992 1			
COMPUTER SCIENCE					29393 5				29475 4
INFORMATION SCIENCES & SY					26789 9				
ACTUARIAL				12600 2		19074 4			16800 1
ARCHITECTURAL & ENVIRONME								27181 25 35004/23496	
CHEMISTRY									31282 6
MATHEMATICS					30130 6				
PHYSICS					30192 1				

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	27000 1	25800 1						21396 3	26596 68 32640/25000
BUSINESS ADMIN (INCL MGMT	22000 2		24332 6					17500 1	26246 11
ECONOM & FINANCE (BANKING	26118 2	26400 1	23000 1	25750 2			25000 1		26420 18
HUMAN RSRCS (incl LABOR R									18000 1
MANAGEMENT INFO SYSTEMS	30600 1	24996 1							28971 37 31500/27000
MARKETING/MARK MGMT (RESR	25268 3	29004 1	24458 10	25042 7					26562 10
COMMUNICATIONS									29600 1
VISUAL & PERFORMING ARTS			23400 1						23400 1
SOCIOLOGY			25000 1						
AEROSPACE & AERONAUTICAL	33800 3								31000 1
AGRICULTURAL			29873 8						
ARCHITECTURAL									33413 8
BIOENGINEERING & BIOMEDIC		32196 1							33000 1
CHEMICAL	36060 1	34610 6	35065 3	35133 3			34307 3	34050 2	35336 160 52800/28200
CIVIL	29500 1	30750 2			28800 1			32400 1	31843 42 37200/27888
COMPUTER	31682 7	31596 2							31314 7
ELECTRICAL/ELECTRONIC	32524 72 39000/30600	32064 104 36900/30160	32000 6		32467 3			34260 5	33572 33 37200/30000
INDUSTRIAL		30600 1	30264 3		29475 4		30600 1		32091 7
MECHANICAL	32123 9	30484 10	35811 16	33320 3	31848 2		34400 3	33275 4	34948 145 52049/30600
METALLURGICAL				34000 1	32000 1				38300 1
PETROLEUM									35823 69 52500/28800
ENGINEERING TECHNOLOGY	26686 4	28092 11			31500 2	32004 1		27132 3	30094 15
INDUSTRIAL TECHNOLOGY									31760 3

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
AGRIBUSINESS			26700 2						28650 2
ANIMAL SCIENCES			20000 1						
PLANT SCIENCES								18246 2	
NATURAL RESOURCES							17500 1	20500 2	
COMPUTER SCIENCE	30563 6	31300 4							30244 28 36000/28800
INFORMATION SCIENCES & SY	30175 4		30100 1						29523 12
ACTUARIAL									24000 1
ARCHITECTURAL & ENVIRONME									30102 2
BIOLOGICAL								15288 1	
CHEMISTRY			28704 1						32595 4
GEOLOGY & GEOLOGICAL SCI									25878 2
MATHEMATICS	30208 3								29800 2
PHYSICS	30204 1								32000 1
OTHER PHYSICAL & EARTH SC								18000 1	

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PRINTING		RUBBER PRODUCT		SCIENTIFIC & I		STONE, CLAY, G		TEXTILES & APP		WIDELY DIVERSI		OTHER EMPLOYER	
ACCOUNTING											24996	2	26050 33000/24000	43
BUSINESS ADMIN (INCL MGMT													26330	10
ECONOM & FINANCE (BANKING													22999	3
HOTEL/RESTAURANT MGMT.													20000	1
MANAGEMENT INFO SYSTEMS									27000	1			27987	4
MARKETING/MARK MGMT (RESR	16000	2			23750	1	28000	1	20149	4	24378	4	26560	15
ELEMENTARY EDUCATION													21000	2
VISUAL & PERFORMING ARTS													15000	1
PSYCHOLOGY													19992	1
AEROSPACE & AERONAUTICAL											30102	4		
BIOENGINEERING & BIOMEDIC					28500	1								
CHEMICAL	35900	1	36000	1	33500	1					35035	10	36000	1
CIVIL					25050	4					29373	4		
COMPUTER											32040	3		
ELECTRICAL/ELECTRONIC					30699	10					30932	3	29976	8
INDUSTRIAL					30228	1					32004	1	27800	5
MECHANICAL					29741	5	33000	1	32448	2	32774	8	31571	7
ENGINEERING TECHNOLOGY			25200	1	22296	2			18996	1	28682	6	30167	6
AGRIBUSINESS											24000	1		
ANIMAL SCIENCES													16000	1
PLANT SCIENCES											33000	1		
COMPUTER SCIENCE													29000	1
COMPUTER PROGRAMMING					30000	1								

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
INFORMATION SCIENCES & SY			28200 1			28500 2	24250 2
ACTUARIAL						30996 2	15498 2
ARCHITECTURAL & ENVIRONME						28800 1	22500 2
CHEMISTRY							25500 2
GEOLOGY & GEOLOGICAL SCI			39996 1				17154 2

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	26230 350 33996/24000	21100 2		25057 44 32000/20004	25437 8	23540 24 34236/16500	24723 25 28800/20000	25930 38 33000/24500	
BACHELOR - TECHNICAL	30875 10	18498 2	17663 4	22600 2	31750 2	29472 39 40500/24480	30163 24 36996/27000	29873 107 48000/26000	28497 25 36000/23000

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	23134 21 40000/18000	21627 29 25000/19800	20068 37 27999/18000	21729 36 26800/18000	17500 2	20626 151 30000/17500	30000 2		20000 3
BACHELOR - TECHNICAL	26624 4	21905 10		27425 8		25332 16			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	24765 6	21648 2	22500 14	24795 19	19490 87 38400/16350	21012 45 31000/17000	22099 12	35000 3	17567 3
BACHELOR - TECHNICAL	18000 1	29815 16	27083 30 52803/24000	30286 80 34200/26000	24049 6	26055 98 37200/20693	24118 37 33180/18996	21625 8	20649 11

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL		18500 1	18000 1	21667 3	25317 6	24648 2	19534 4	25633 3	26333 9
BACHELOR - TECHNICAL	22998 2			18780 5	30371 223 38952/27500	22310 17	31492 21 36000/28800	29189 94 35580/25000	34630 286 48000/32400

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	25516 9	26550 4	24315 19	25200 9			25000 1	20422 4	27084 147 32640/24996
BACHELOR - TECHNICAL	31993 111 39996/29496	31694 141 37500/29500	32491 41 43836/28800	34194 7	30984 13	32004 1	31777 8	28432 21 37500/18000	34093 546 52800/28800

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
BACHELOR - NON TECHNICAL	16000 2		23750 1	28000 1	21519 5	24584 6	25748 80 42000/20000
BACHELOR - TECHNICAL	35900 1	30600 2	29293 27 39996/26000	33000 1	27964 3	31483 46 39600/27996	27477 39 36000/17000

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	26186 321 33996/24000	25365 154 33000/20384		26000 2					25118 5
BUSINESS ADMIN (INCL MGMT	22600 3	23000 1	24000 3			21334 1			28500 2
ECONOM & FINANCE (BANKING	26454 11	24267 16	24585 6	24941 17	25500 2	20004 1	23997 4	25992 1	24997 23 30000/21000
MANAGEMENT INFO SYSTEMS	26801 5	26250 2							27798 2
MARKETING/MARK MGMT (RESR	20698 2				25000 1			25000 1	
VISUAL & PERFORMING ARTS		15000 1							17100 1
HUMANITIES - OTHER								18000 1	
AGRICULTURAL									24996 1
AGRIBUSINESS							18000 1		
COMPUTER SCIENCE								32000 1	
MATHEMATICS				19200 1					

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT		UNDERWRITING		INSURANCE - CL		DESIGN/GRAPHIC		MEDIA PLANNING	REPORTING		PRODUCTION		PUBLIC RELATIO		WRITING / EDIT	
BUSINESS ADMIN (INCL MGMT			21760	5	23098	5								19900	1		
ECONOM & FINANCE (BANKING	21335	3	23158	2	23412	3											
MANAGEMENT INFO SYSTEMS			13200	1													
MARKETING/MARK MGMT (RESR	24996	1	17200	3	22859	5				17000	1			18500	1		
REAL ESTATE			20600	1													
JOURNALISM							18996	1		16500	1					17300	5
ELEMENTARY EDUCATION												18000	1				
FOREIGN LANGUAGES														24504	1		
VISUAL & PERFORMING ARTS														20445	3		
HISTORY					22500	1											
PSYCHOLOGY																24000	1
ACTUARIAL														15498	2		
ARCHITECTURAL & ENVIRONME							19296	3						24996	1		
GEOLOGY & GEOLOGICAL SCI										17154	2						

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING			18000 1						21875 4
BUSINESS ADMIN (INCL MGMT		24771 7		24639 5	24000 4	23579 3	22763 11	17500 1	
DISTRIBUTION MANAGEMENT				17496 1					
ECONOM & FINANCE (BANKING		22776 2	23600 2	27600 1	15600 1		22700 5	26496 1	26004 1
HOTEL/RESTAURANT MGMT.		18000 1							
MANAGEMENT INFO SYSTEMS		24804 1							
MARKETING/MARK MGMT (RESR	20167 3	23784 10	21792 12	22799 4	27498 4	28200 1	23638 60 42000/18000	30000 1	
COMMUNICATIONS							21250 2		
JOURNALISM							22500 2	17000 1	
ELEMENTARY EDUCATION							25000 1		
HUMAN ECOLOGY (HOME ECONO			20500 2				20000 1		
TEXTILES & CLOTHING			24000 3						
MERCHANDISING MANAGEMENT			16500 2						
VISUAL & PERFORMING ARTS			25998 2				23100 4		
HUMANITIES - OTHER			23000 1						
HISTORY							24000 1		
POLITICAL SCIENCE/GOVT							29400 1		
PSYCHOLOGY		22500 1					20004 1		
SOCIOLOGY							25000 1		
AGRICULTURAL		27668 3	30000 1				29004 1		
CHEMICAL		35400 2							
CIVIL							30996 1		
COMPUTER					27996 1				

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ELECTRICAL/ELECTRONIC							32967 3		
INDUSTRIAL							26400 1		
MECHANICAL							33200 1		
ENGINEERING TECHNOLOGY		27498 2	30000 1		34992 1	22992 1	26970 17		
AGRIBUSINESS		26127 4					23959 5	15732 1	
PLANT SCIENCES			19992 1				33000 1		
COMPUTER SCIENCE							32460 1		
ACTUARIAL		24000 2					28096 3		
ARCHITECTURAL & ENVIRONME							19992 1		
BIOLOGICAL							18996 1		
CHEMISTRY							24000 1		

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BUSINESS ADMIN (INCL MGMT			21000 1						
ECONOM & FINANCE (BANKING			18079 5						
HUMAN RSRCS (incl LABOR R					31000 1				
MANAGEMENT INFO SYSTEMS			21996 1						
MARKETING/MARK MGMT (RESR			18100 3		20195 1				
PHYSICAL EDUCATION			21000 1						
FOREIGN LANGUAGES			23000 1						
HUMANITIES - OTHER			19900 1						
HISTORY			18996 1						
POLITICAL SCIENCE/GOVT			19500 4						
AEROSPACE & AERONAUTICAL			21000 1				29895 21 33600/27500		30430 2
AGRICULTURAL							24996 1	27600 1	
ARCHITECTURAL							30260 35 35580/26000		
BIOENGINEERING & BIOMEDIC						31173 4			
CHEMICAL							36522 9	32452 10	34934 30 39120/33000
CIVIL			22664 3			25010 5	28931 92 38000/24440	27933 22 37200/23700	29496 3
COMPUTER			26244 1				30000 1		
ELECTRICAL/ELECTRONIC			27000 1			26500 1	32708 53 39000/30600	35400 1	32673 22 37200/31000
INDUSTRIAL									28737 30 37200/25000
MECHANICAL			21604 3				32217 109 38200/28300	28500 1	33300 57 42000/29500
PETROLEUM							33032 8		38744 9
ENGINEERING TECHNOLOGY							27240 5		29013 7
INDUSTRIAL TECHNOLOGY									31760 3

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
PLANT SCIENCES								34992 1	
NATURAL RESOURCES			20700 1						
COMPUTER SCIENCE							35000 1		
ARCHITECTURAL & ENVIRONME					24000 2		27562 5	13500 1	29400 1
BIOLOGICAL								21000 1	
GEOLOGY & GEOLOGICAL SCI			26994 2						

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
ACCOUNTING	27360 2								
BUSINESS ADMIN (INCL MGMT			26000 1						
MANAGEMENT INFO SYSTEMS	28200 2								
AEROSPACE & AERONAUTICAL	30334 13	31896 1	31916 9		28492 13	30288 19		30042 4	30458 18
AGRICULTURAL					34992 1			33996 3	
ARCHITECTURAL						27000 1			
BIOENGINEERING & BIOMEDIC									27600 3
CHEMICAL					37180 18	31360 3	35363 297 52200/33720	28184 19	33761 20 39000/28620
CIVIL	34400 1	32000 1				25900 2	30167 3	30362 4	29684 33 52803/25992
COMPUTER	30541 5		31674 4						31068 3
ELECTRICAL/ELECTRONIC	32399 37 38952/30804	32079 43 36000/30000	32239 26 35100/30250	31970 33 35000/30000	31737 34 37500/28536	31079 17	32459 13	31734 38 36000/29130	31580 83 36000/29496
INDUSTRIAL		29700 1			32004 1	31200 1		32382 6	30667 24 41220/28500
MECHANICAL	30287 18	31260 5	33100 1	33980 5	30864 23 36000/28000	30373 13	34702 25 38400/32100	35306 60 52049/31000	32873 87 44400/27996
METALLURGICAL					35150 2	33533 3			30346 2
PETROLEUM					37002 2		36180 10	35293 14	35316 27 52000/27720
ENGINEERING TECHNOLOGY		27855 4	27833 3	27100 2	29400 1		29600 2	29738 12	28906 25 34992/24000
COMPUTER SCIENCE	26501 5		28400 2						
COMPUTER PROGRAMMING	26500 5								
ARCHITECTURAL & ENVIRONME					29400 3			30068 3	27761 12
CHEMISTRY							29075 8		42000 1
GEOLOGY & GEOLOGICAL SCI									29598 2
MATHEMATICS	30112 3		28992 1						27825 7
PHYSICS			30204 1					30000 1	27462 3

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
ACCOUNTING				37500 2					
MARKETING/MARK MGMT (RESR	26000 1								
HUMAN ECOLOGY (HOME ECONO			14000 1						
PSYCHOLOGY									30000 1
AGRIBUSINESS									18000 1
ANIMAL SCIENCES									17356 3
PLANT SCIENCES									17000 1
INFORMATION SCIENCES & SY								29950 1	
ALLIED HEALTH	18133 3								
HEALTH SCIENCES			25000 4						16500 2
CHEMISTRY									21600 1

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING					25400 2		26748 2		
BUSINESS ADMIN (INCL MGMT	22800 1		28500 1		27000 5	26367 3	25000 1		
ECONOM & FINANCE (BANKING					28500 1		28933 3		
MANAGEMENT INFO SYSTEMS					27335 34 31500/24000	23004 5	27441 42 30804/24000		
MARKETING/MARK MGMT (RESR					28100 2		28200 1		
COMMUNICATIONS							29600 1		
PHYSICAL EDUCATION		18000 1							
LETTERS (incl English, Li					26400 1				
SOCIAL SCIENCES-OTHER		17000 1							
AGRICULTURAL									21996 1
COMPUTER					30978 15		33060 5		
ELECTRICAL/ELECTRONIC					33504 1	40500 1	27600 1		
ANIMAL SCIENCES									19750 4
PLANT SCIENCES									19664 6
NATURAL RESOURCES									19500 3
COMPUTER SCIENCE					29086 48 33500/25800	34500 1	30660 20 36000/28000		
INFORMATION SCIENCES & SY					27505 48 32000/24000	29020 15	27067 9		
ACTUARIAL									16718 5
MATHEMATICS					28519 5		27923 4		
OTHER PHYSICAL & EARTH SC									18000 1

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		26590 17		21148 4					
BUSINESS ADMIN (INCL MGMT		25022 9	22485 5	20596 64 34236/15600			18000 1		
DISTRIBUTION MANAGEMENT				20333 3				18000 1	
ECONOM & FINANCE (BANKING		26431 16		22796 26 32000/18200					38400 1
HOTEL/RESTAURANT MGMT.				20089 18					
HUMAN RSRCS (incl LABOR R			21167 3	11000 1					
MANAGEMENT INFO SYSTEMS		29498 2		28935 3					
MARKETING/MARK MGMT (RESR		25665 3		20948 50 40000/18000		20000 1			
COMMUNICATIONS				23000 4					
TELECOMMUN/BROADCASTING				18000 1					
ELEMENTARY EDUCATION		18400 1							19456 62 33425/16992
PHYSICAL EDUCATION				21000 1					18668 5
SPECIAL EDUCATION									18788 8
TEXTILES & CLOTHING				17500 1					
MERCHANDISING MANAGEMENT				20000 1					
LETTERS (incl English, Li				25648 2					
VISUAL & PERFORMING ARTS			17592 1	19992 1					18375 4
HISTORY						13440 1			
POLITICAL SCIENCE/GOVT				18500 2					
PSYCHOLOGY			18000 1	22030 9					
SOCIOLOGY				21000 1					
SOCIAL SCIENCES-OTHER				21000 1					
AEROSPACE & AERONAUTICAL		33000 1							

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE		CONSULTING		HUMAN RESRCS /		MANAGEMENT TRA		MATH/STATISTIC		PARALEGAL		RESEARCHERS NO		RESEARCHERS -		TEACHING	
AGRICULTURAL							18000	1										
BIOENGINEERING & BIOMEDIC			30252	2														
CHEMICAL			30000	1														
CIVIL	29700	1	27504	1														
ELECTRICAL/ELECTRONIC			29123	4			29200	1							36000	1		
INDUSTRIAL			30174	6														
MECHANICAL			31800	1														
ENGINEERING TECHNOLOGY							26119	5							24000	1		
AGRIBUSINESS			26496	1			20700	5										
ANIMAL SCIENCES			20000	1														
PLANT SCIENCES							21164	3					19002	2				
OTHER AGRICULTURAL SCIENC													20496	2			24000	1
COMPUTER SCIENCE			30070	5			28850	1										
INFORMATION SCIENCES & SY			29458	6			25450	3										
ACTUARIAL							18513	4					16398	2			23496	1
ARCHITECTURAL & ENVIRONME	21157	8	18000	1			27504	1					24498	2				
BIOLOGICAL							18596	3									12996	1
CHEMISTRY															33060	3		
GEOLOGY & GEOLOGICAL SCI													26187	4				
MATHEMATICS			26998	5													20800	2
PHYSICS							22000	1										

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26140 342 33996/24000	25201 174 33000/20195	24390 9	25053 19	25333 3	20669 2	23997 4	22997 3	25158 33 30600/21000
BACHELOR - TECHNICAL				19200 1			18000 1	32000 1	24996 1

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	22250 4	20043 12	23037 14	18996 1		16750 2	18000 1	20707 6	18417 6
BACHELOR - TECHNICAL				19296 3		17154 2		18664 3	

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	20167 3	23732 22 36600/18000	21908 25 28200/18000	23590 11	24621 9	24734 4	23394 90 42000/18000	22749 4	22701 5
BACHELOR - TECHNICAL		27793 13	26664 3		31494 2	22992 1	27285 37 36000/19992	15732 1	

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL			19366 18		25598 2				
BACHELOR - TECHNICAL			23478 12		24000 2	27624 10	31031 340 52800/25344	28948 38 39600/23700	32639 164 52500/27696

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL	27780 4		26000 1						
BACHELOR - TECHNICAL	30813 87 38952/27560	31650 55 36000/29420	31591 47 39996/28992	31978 40 38100/29500	32219 98 51600/26255	30565 59 35400/26000	35018 358 52200/32040	32737 164 52049/26820	31556 350 52803/27000

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BACHELOR - NON TECHNICAL	26000 1		14000 1	37500 2					30000 1
BACHELOR - TECHNICAL	18133 3		25000 4					29950 1	17709 8

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	22800 1	17500 2	28500 1		27251 45 31500/24000	24265 8	27513 50 30804/24000		
BACHELOR - TECHNICAL					28693 117 34020/24096	30018 17	29779 39 36996/27000		18954 20 25000/15000

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		26136 48 32000/24996	21152 10	21141 193 40000/18000		16720 2	18000 1	18000 1	19523 80 38400/16350
BACHELOR - TECHNICAL	22106 9	28769 35 33000/26496		22476 28 29975/17496			22128 12	31836 5	20418 5

AVERAGE SALARY OFFERS JULY 1990 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	28000 1			30500 6		35350 2	31000 1		
MBA--TECH	34623 4			31992 1	45000 1	31992 1		33246 2	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH			36000 1	32530 1		25000 2			
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	37800 1								31490 11
MBA--TECH									37332 3

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH						28000 1	25200 1
MBA--TECH							